
Appendix D-1
National Dairy Promotion and Research Board
Actual Income and Expenses
FY 2002–2003
(in \$000's)

	2002	2003
Income		
Assessments	\$86,619	\$86,149
Interest	<u>72</u>	<u>42</u>
Total Income	\$86,691	\$86,191
General Expenditures		
General and Administrative	\$2,919	\$3,068
USDA Oversight	<u>454</u>	<u>554</u>
Total General Expenditures	\$3,373	\$3,622
Program Expenditures		
Communications and Member Relations	\$8,269	\$13,007
Domestic Marketing	68,114	60,711
Export Enhancement	4,934	5,252
Planning and Research	<u>3,492</u>	<u>4,952</u>
Total Program Expenditures	\$84,809	\$83,922
Excess of Revenue (Under) Over Expenditures	(1,491)	(1,353)
Fund Balance, Beginning of Year	\$7,768	\$6,277
Fund Balance, End of Year	\$6,277	\$4,924

SOURCE: Independent Auditor's Report of the National Dairy Board and USDA records.

Appendix D-2
USDA Oversight Costs for the
National Dairy Promotion and Research Board
FY 2002–2003

	2002	2003
Salaries and Benefits	\$300,666	\$294,051
Travel	24,567	29,400
Miscellaneous ¹	41,037	43,437
Equipment	2,053	1,177
Printing	<u>(74)</u>	<u>3,336</u>
USDA Oversight Total	\$368,249	\$371,401
 Independent Evaluation	 \$83,107	 \$86,308
 Total²	 \$451,356	 \$457,709

¹Includes overhead, transportation, rent, communications, utilities, postage, contracts, supplies, photocopying, and Office of the General Counsel costs.

²The totals for USDA expenses differ slightly from those shown in Appendix D-1 because of end-of-year estimates which are adjusted in the following fiscal year.

Source: Monthly billings by Dairy Programs to the National Dairy Board.

Appendix D-3
National Dairy Promotion and Research Board
Approved Budgets
FY 2003–2004
(in \$000's)

	2003		2004
Revenues			
Assessments	\$94,200		\$87,060
Interest	<u>100</u>		<u>39</u>
Total Income	\$94,300		\$87,099
 Expenses			
General and Administrative	\$3,168		\$3,511
USDA Oversight	<u>525</u>		<u>520</u>
Subtotal	\$3,693		\$4,031
 Program Budget			
Domestic Marketing	\$64,888	[71.6%]	\$63,669 [76.6%]
Communications and Member Relations	7,946	[8.8%]	10,791 [13.0%]
Research and Evaluation	6,464	[7.1%]	3,158 [3.8%]
Budgeted but Not Allocated	6,000	[6.6%]	-
Export Enhancement	<u>5,309</u>	[5.9%]	<u>5,450</u> [6.6%]
 Subtotal	\$90,607	[100 %]	\$83,068 [100 %]
 Total Budget	\$94,300		\$87,099

Source: Budgets from the National Dairy Board received and approved by USDA.

Appendix D-4
National Fluid Milk Processor Promotion Board
Actual Income and Expenses
FY 2002–2003
(in \$000's)

	2002	2003
Income		
Assessments	\$107,816	\$105,992
Late-Payment Charges	52	40
Interest	289	370
Other	<u>28</u>	<u>142</u>
Total Income	\$108,185	\$106,544
 General Expenditures		
California Refund	\$10,218	\$10,300
Administrative Expenses	2,412	1,967
USDA Oversight	333	382
USDA Assessment Verification	<u>3</u>	<u>49</u>
Total General Expenditures	\$12,966	\$12,698
 Program Expenditures		
Media	\$73,275	\$72,322
Public Relations	10,815	13,351
Promotions	5,189	6,807
Strategic Thinking	979	1,360
Medical Advisory Panel	73	208
American Heart Association	120	120
Research, Local Markets, and Program Measurement	1,914	1,519
Program Management	<u>1,254</u>	<u>-</u>
Total Program Expenditures	\$93,619	\$95,687
 Excess of Revenue (Under) Over Expenditures	\$1,600	(\$1,841)
Beginning of Year Fund Balance	\$16,688	\$18,288
End of Year Fund Balance	\$18,288	\$16,447

Source: Independent Auditor's Report of the National Fluid Milk Board and USDA records.

Appendix D-5
USDA Oversight Costs for the
National Fluid Milk Processor Promotion Board
FY 2002–2003

	2002	2003
Salaries and Benefits	\$232,039	\$283,721
Travel	19,777	15,247
Miscellaneous ¹	24,704	37,047
Equipment	3,563	1,177
Printing	(61)	7,554
USDA Oversight Total	\$280,022	\$344,746
 Independent Evaluation	 \$25,932	 \$28,769
 Total²	 \$305,954	 \$373,515

¹ Includes overhead, transportation, rent, communications, utilities, postage, contracts, supplies, photocopying, and Office of the General Counsel costs.

² The totals for USDA expenses differ slightly from those shown in Appendix D-4 because of end-of-year estimates, which are adjusted in the following fiscal year.

Source: Monthly billings by Dairy Programs to the National Fluid Milk Board.

Appendix D-6
National Fluid Milk Processor Promotion Board
Approved Budgets
FY 2003–2004
(in \$000's)

	2003		2004
Revenues			
Assessments	\$105,800		\$105,800
Interest	<u>-</u>		<u>-</u>
Total Income	\$105,800		\$105,800
 Reserve Fund	 -		 3,000
Carryover from Previous Fiscal Year	<u>\$5,328</u>		<u>\$6,844</u>
Total Available Funds	\$111,128		\$115,644
 Expenses			
General and Administrative	\$2,500		\$2,140
USDA Oversight	350		380
Independent Evaluation	- ¹		- ¹
Processor Compliance	- ²		- ²
Reserve/Contingency	-		1,000
California Refund	<u>9,991</u>		<u>9,991</u>
 Subtotal	 \$12,841		 \$13,511
 Program Budget			
Advertising	\$71,400	[73.2%]	\$71,701 [70.2%]
Public Relations	13,275	[13.6%]	13,852 [13.6%]
Promotions	8,500	[8.7%]	11,933 [11.7%]
Strategic Thinking	1,400	[1.4%]	2,023 [2.0%]
Medical Advisory Panel	200	[0.2%]	333 [0.3%]
Research	1,650	[1.7%]	2159 [2.1%]
Program Management	1,000	[1.0%]	-
Program Measurement	<u>150</u>	<u>[0.2%]</u>	<u>128</u> [0.1%]
Subtotal	\$97,575	[100%]	\$102,129 [100%]
Unallocated	<u>712</u>		<u>4</u>
 Total Budget	 \$111,128		 \$115,644

¹ Independent Evaluation costs are included in Program Measurement Expenses.

² Processor Compliance is included in General and Administrative Expenses.

Source: Budgets from the National Fluid Milk Board received and approved by USDA.
